

## More Information

For more information about the BEP, application process or business locations, please contact us:

Division of Vocational Rehabilitation  
Business Enterprise Program  
PO Box 7852  
Madison, WI 53707-7852  
(800) 442-3477 (voice)  
(888) 877-5939 (TTY)  
<http://dwd.wisconsin.gov/dvr>  
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State of Wisconsin

Department of Workforce  
Development



# Business Enterprise Program

*Rewarding careers  
for people who are blind  
or have visual impairments*

## **BEP Facts**

- Average 2003 yearly BEP operator earnings were over \$40,000.
- BEP maintains & replaces all equipment.
- BEP businesses are franchise-like operations.

## **Rewarding Careers**

The Business Enterprise Program (BEP) matches individuals who are blind or legally blind with business opportunities with excellent earning potential. BEP educates operator-trainees and assists them in becoming self-supporting, independent business operators.

BEP operates efficient and convenient food service businesses. Typical businesses are vending machine operations, snack bars, coffee shops or full-service cafeterias. Sites are located on federal, state and municipal properties -- such as office buildings, prisons, rest areas and colleges. Current BEP operators receive first option on business sites.

## **BEP Qualifications**

- 20/200 vision or blind.
- 18 years or older & U.S. citizen.
- Ability to lift up to 50 pounds.
- Can stand for long time periods.
- Can learn & apply business skills.
- Responsible & independent.
- Satisfactory completion of BEP training.
- Can project a professional appearance.
- Must successfully complete the BEP training program.
- Must have a good credit report.
- Must be able to be bonded.

## **BEP Training**

Program trainees receive classroom training in business, financial and inventory management; human relations, purchasing, marketing, taxes, menu development, food preparation, sanitation, safety; and vending services.

The program is a combination of classroom and on-the-job training. After being awarded a site, operators receive on-going assistance, as needed, for improved profitability, efficiency, machine maintenance and business operation.

## **BEP History**

The Wisconsin Business Enterprise Program is administered through the Wisconsin Division of Vocational Rehabilitation (DVR). The program is sanctioned by the Rehabilitation Services Administration (RSA).

The BEP program began in 1936 with the passage of the Randolph – Sheppard Act. That federal act gave priority and preference to legally blind individuals in the operation of any vending or cafeteria service in a federally owned, funded or leased facility.

Later, Wisconsin enacted legislation to ensure that state government give similar priority whenever establishing or re-contracting food service or vending operations.